

Business Activities

As a specialized pharmaceutical company dedicated to the ophthalmic field, Santen carries out research, development, marketing and sales of pharmaceuticals and devices. Santen is the market leader in Japan for prescription ophthalmic pharmaceuticals and delivers products in approximately 60 countries. As a leading company in the field of ophthalmology, Santen aims to contribute to society by supplying valuable products and services to satisfy unmet medical needs.



Strategic Vision

Aiming to Become a “Specialized Pharmaceutical Company with a Global Presence”

Guided by Santen’s Values in all our business activities, Santen strives to achieve our long-term strategic vision toward the year 2020. Under the Fiscal 2014-2017 Medium-Term Management Plan we have embraced ongoing product launches and the achievement of growth and profitability in Asia and Europe as key priorities of our medium-term strategy.

Long-Term Growth Targets

No.1 in Japan and Asia

Top 3 position globally

Overseas Sales in Fiscal 2020
up to 40-50% of total sales

Fiscal 2014-2017 Medium-Term Management Plan

Product Development

Transform product development to realize enhanced productivity and achieve sustained growth

Business Expansion

Grow business in Asia / Europe and strengthen market presence by entering into new markets

Organization and Talent

Develop talent and organization to realize sustained growth



Santen’s Values



*Tenki ni sanyo suru**

We think carefully about what is essential, decide clearly what we should do, and act quickly.

By focusing on ophthalmology, Santen develops unique scientific knowledge and organizational capabilities that contribute to the well-being of patients, their loved ones and consequently to society.

* Santen’s original interpretation of a passage from chapter 22 of Zhongyong (The Doctrine of the Mean) by Confucius, meaning “exploring the secrets and mechanisms of nature in order to contribute to people’s health.”

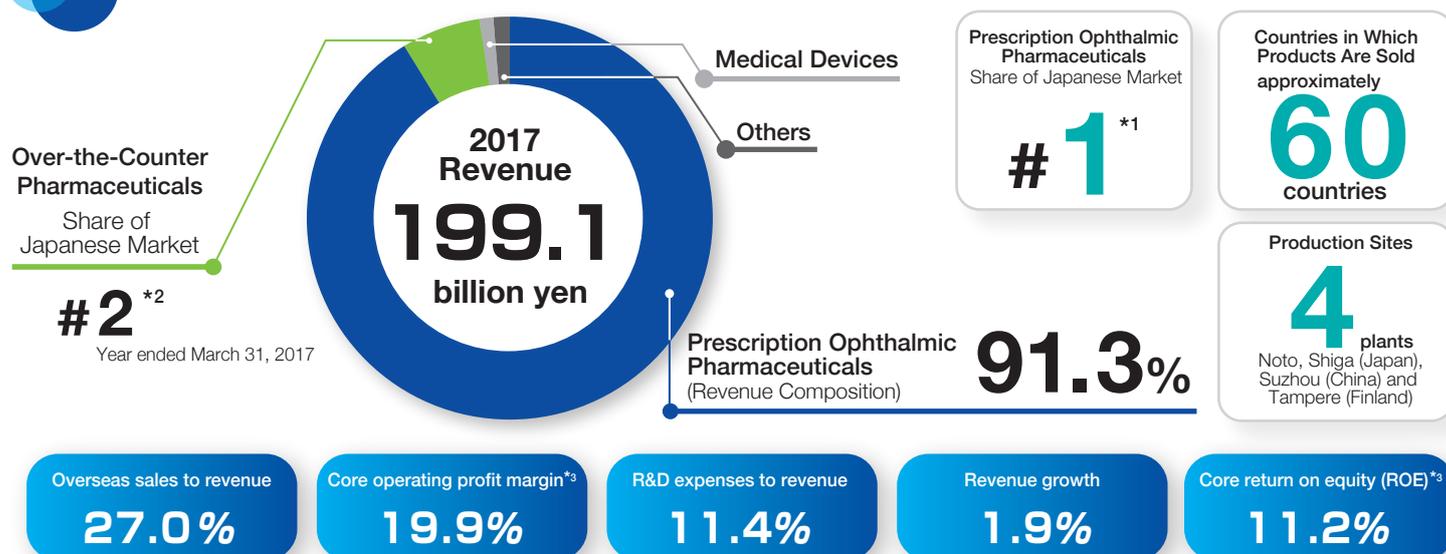
Organizational Principles

Vision-driven / Customer Perspective / Creativity and Innovation / Employee Growth / Harmony with Society

Individual Action Principles

Integrity and Trust / Customer-oriented Thinking / Expertise / Innovation / Collaboration and Cooperation

Business Overview



*1 Market share and market position in Japan for the fiscal year ended March 31, 2017. Santen analysis based on IMS-JPM data April 2016-March 2017. Reprinted with permission. Source: ©2017 Quintiles IMS

*2 Market share and market position in Japan for the fiscal year ended March 31, 2017. Source: Santen Pharmaceutical Co., Ltd.

*3 Santen discloses information on a core basis to better express its recurring business performance. Financial information on a core basis excludes certain gains and expenses from IFRS results on a full basis.

Pipeline / Product Development Status (As of May 10, 2017)

Please refer to the Pipeline section on the Company's website for details.

Disease area	Project	Compound /product	Original / Licensor	Region / Country
Glaucoma / ocular hypertension	DE-111	tafluprost / timolol maleate	Co-development with Asahi Glass	Asia
	DE-118	tafluprost (single-use type)	Co-development with Asahi Glass	Asia
	DE-085	tafluprost	Co-development with Asahi Glass	China
	DE-117	omidenepeg isopropyl	Co-development with Ube Industries	U.S. / Japan / Asia
	DE-126	sepetaprost	ONO PHARMACEUTICAL	U.S.
	DE-128	InnFocus MicroShunt	Original	U.S. / Europe
	Catioprost	latanoprost	Original	Europe
Kerato - conjunctival disease	Cyclokat	ciclosporin	Original	Europe / U.S. / Asia / Others
	DE-089	diquafosol sodium	Merck Sharp & Dohme Corp. (U.S.)	Asia / China
Retinal / uveal disease	DE-109	sirolimus	Original	U.S. / Japan / Europe / Asia
	DE-122	carotuximab	TRACON Pharmaceuticals	U.S.
Allergy	Vekacia	ciclosporin	Original	Europe

Financial Information Santen Pharmaceutical Co., Ltd. and Subsidiaries (IFRS) Year ended March 31, 2017

	Millions of Yen	Thousands of U.S. dollars	Thousands of Euro		Millions of Yen	Thousands of U.S. dollars	Thousands of Euro
Revenue	199,096	1,774,628	1,662,038	Core EPS	¥ 69.93	\$ 0.62	€ 0.58
Operating profit	32,479	289,501	271,134	R&D expenses	22,786	203,099	190,213
Net profit for the year	23,054	205,495	192,457	Depreciation and amortization	9,882	88,083	82,494
Core operating profit	39,687	353,748	331,304	Cash dividends, applicable to the period	¥ 26	\$ 0.23	€ 0.22
Core net profit for the year	28,688	255,708	239,485				

U.S. dollar and Euro amounts have been translated for convenience only from yen at the rate of ¥ 112.19 to U.S. \$ 1.00, 119.79 to Euro 1.00, the exchange rate prevailing on March 31, 2017.

Corporate Information

Corporate Headquarters

Santen Pharmaceutical Co., Ltd.
Grand Front Osaka Tower A, 4-20 Ofuka-cho
Kita-ku, Osaka 530-8552, Japan
TEL: +81-6-6321-7000

Established 1890

Incorporated 1925

Paid-in Capital ¥7,792 million (As of March 31, 2017)

Number of Employees 3,667 (As of March 31, 2017)

Representatives Akira Kurokawa (President & CEO)

Stock Exchange Listings Tokyo (Ticker code : 4536)

Offices, Laboratories and Plants

Nara Research and Development Center, Noto Plant
Shiga Product Supply Center, Suzhou Plant, Tampere Plant,
93 offices in Japan

Subsidiaries

Japan : 3 subsidiaries

U.S. : 4 subsidiaries

EMEA : 10 subsidiaries, Santen Switzerland SA (EMEA Headquarters)

Asia : 11 subsidiaries